# Status Report

***Sales Reps***

***Syracuse #1622***

51859 6148

| | | # of Accounts w/SR Frequency 75+ CPW | | | | | | | | # Ind. RJR Contract Accts. | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **September, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162201 | Sheft, S | 92 | 34 | | 126 | 20% | 35 | | 28% | 32 | 20 | 7 | | |
| 162202 | Wallon, L | 113 | 22 | | 135 | 66% | 69 | | 51% | 64 | 3 | 27 | | |
| 162203 | Plourde, R | 108 | 14 | | 122 | 64% | 63 | | 52% | 50 | 9 | 8 | | |
| 162204 | Balmer, R | 74 | 26 | | 100 | 80% | 71 | | 71% | 42 | 16 | 8 | | |
| 162205 | Beard, P | 116 | 8 | | 124 | 70% | 72 | | 58% | 71 | 3 | 7 | | |
| 162206 | Steele, R | 94 | 6 | | 100 | 66% | 72 | | 72% | 47 | 3 | 15 | | |
| 162207 | Carey, S | 43 | 13 | | 56 | 75% | 42 | | 75% | 24 | 10 | 12 | | |
| 162208 | Coslett, J | 89 | 32 | | 121 | 76% | 40 | | 33% | 54 | 22 | 13 | | |
| 162209 | Page, C | 103 | 25 | | 128 | 58% | 84 | | 66% | 46 | 11 | 29 | | |
| 162210 | Huntoon, L | 111 | 10 | | 121 | 68% | 56 | | 46% | 65 | 7 | 10 | | |
| **October, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162201 | Sheft, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162202 | Wallon, L | | | | 0 | | | | #DIV/0! | | | | | |
| 162203 | Plourde, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162204 | Balmer, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162205 | Beard, P | | | | 0 | | | | #DIV/0! | | | | | |
| 162206 | Steele, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162207 | Carey, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162208 | Coslett, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162209 | Page, C | | | | 0 | | | | #DIV/0! | | | | | |
| 162210 | Huntoon, L | | | | 0 | | | | #DIV/0! | | | | | |
| **November, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162201 | Sheft, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162202 | Wallon, L | | | | 0 | | | | #DIV/0! | | | | | |
| 162203 | Plourde, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162204 | Balmer, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162205 | Beard, P | | | | 0 | | | | #DIV/0! | | | | | |
| 162206 | Steele, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162207 | Carey, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162208 | Coslett, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162209 | Page, C | | | | 0 | | | | #DIV/0! | | | | | |
| 162210 | Huntoon, L | | | | 0 | | | | #DIV/0! | | | | | |
| **December, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162201 | Sheft, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162202 | Wallon, L | | | | 0 | | | | #DIV/0! | | | | | |
| 162203 | Plourde, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162204 | Balmer, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162205 | Beard, P | | | | 0 | | | | #DIV/0! | | | | | |
| 162206 | Steele, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162207 | Carey, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162208 | Coslett, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162209 | Page, C | | | | 0 | | | | #DIV/0! | | | | | |
| 162210 | Huntoon, L | | | | 0 | | | | #DIV/0! | | | | | |

Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

# Status Report

51859 6149

***Sales Reps***

***Albany #1623***

| | | # of Accounts w/SR Frequency 75+ CPW | | | | | | | | # Ind. RJR Contract Accts | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **September, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162301 | Close, S | 87 | 4 | | 91 | 60% | 49 | | 54% | 48 | 3 | 9 | | |
| 162302 | Bain, G | 73 | 22 | | 95 | 89% | 58 | | 61% | 33 | 13 | 3 | | |
| 162303 | Tisinger, M | 118 | 7 | | 125 | 67% | 73 | | 58% | 58 | 4 | 14 | | |
| 162304 | Howard, M | 102 | 6 | | 108 | 75% | 48 | | 44% | 40 | 4 | 17 | | |
| 162305 | Haskin, S | 111 | 5 | | 116 | 58% | 80 | | 69% | 57 | 1 | 17 | | |
| 162306 | Salerno, J | 122 | 10 | | 132 | 66% | 56 | | 42% | 44 | 3 | 15 | | |
| 162307 | Orlando, J | 109 | 7 | | 116 | 58% | 51 | | 44% | 42 | 3 | 9 | | |
| 162308 | Whiting, J | 106 | 7 | | 113 | 64% | 79 | | 70% | 55 | 2 | 10 | | |
| 162309 | Cote, R | 104 | 7 | | 111 | 51% | 64 | | 58% | 48 | 3 | 11 | | |
| 162310 | Imbriano, M | 100 | 3 | | 103 | 79% | 65 | | 63% | 41 | 0 | 7 | | |
| **October, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162301 | Close, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162302 | Bain, G | | | | 0 | | | | #DIV/0! | | | | | |
| 162303 | Tisinger, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162304 | Howard, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162305 | Haskin, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162306 | Salerno, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162307 | Orlando, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162308 | Whiting, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162309 | Cote, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162310 | Imbriano, M | | | | 0 | | | | #DIV/0! | | | | | |
| **November, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162301 | Close, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162302 | Bain, G | | | | 0 | | | | #DIV/0! | | | | | |
| 162303 | Tisinger, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162304 | Howard, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162305 | Haskin, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162306 | Salerno, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162307 | Orlando, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162308 | Whiting, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162309 | Cote, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162310 | Imbriano, M | | | | 0 | | | | #DIV/0! | | | | | |
| **December, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162301 | Close, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162302 | Bain, G | | | | 0 | | | | #DIV/0! | | | | | |
| 162303 | Tisinger, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162304 | Howard, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162305 | Haskin, S | | | | 0 | | | | #DIV/0! | | | | | |
| 162306 | Salerno, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162307 | Orlando, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162308 | Whiting, J | | | | 0 | | | | #DIV/0! | | | | | |
| 162309 | Cote, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162310 | Imbriano, M | | | | 0 | | | | #DIV/0! | | | | | |

Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

# Status Report

51859 6150

***Sales Reps***

***Buffalo #1626***

| | | # of Accounts w/SR Frequency 75+ CPW | | | | | | | | #Ind. RJR Contract Accts | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **September, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162601 | Neaf, D | 83 | 13 | 4 | 100 | 82% | 53 | | 53% | 47 | 11 | 4 | | |
| 162602 | Davignon, B | 97 | 9 | 1 | 107 | 75% | 62 | | 58% | 52 | 7 | 12 | | |
| 162603 | Morris, M | 98 | 5 | 2 | 105 | 82% | 60 | | 57% | 53 | 3 | 5 | | |
| 162604 | Clary, N | 116 | 5 | 1 | 122 | 73% | 61 | | 50% | 62 | 2 | 7 | | |
| 162605 | Laboda, R | 90 | 9 | | 99 | 79% | 77 | | 78% | 54 | 4 | 10 | | |
| 162606 | Levenstein, H | 62 | 42 | 2 | 106 | 75% | 26 | | 25% | 27 | 33 | 8 | | |
| 162607 | Miller, D | 81 | 26 | 1 | 108 | 73% | 43 | | 40% | 36 | 15 | 11 | | |
| **October, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162601 | Neaf, D | | | | 0 | | | | #DIV/0! | | | | | |
| 162602 | Davignon, B | | | | 0 | | | | #DIV/0! | | | | | |
| 162603 | Morris, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162604 | Clary, N | | | | 0 | | | | #DIV/0! | | | | | |
| 162605 | Laboda, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162606 | Levenstein, H | | | | 0 | | | | #DIV/0! | | | | | |
| 162607 | Miller, D | | | | 0 | | | | #DIV/0! | | | | | |
| **November, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162601 | Neaf, D | | | | 0 | | | | #DIV/0! | | | | | |
| 162602 | Davignon, B | | | | 0 | | | | #DIV/0! | | | | | |
| 162603 | Morris, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162604 | Clary, N | | | | 0 | | | | #DIV/0! | | | | | |
| 162605 | Laboda, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162606 | Levenstein, H | | | | 0 | | | | #DIV/0! | | | | | |
| 162607 | Miller, D | | | | 0 | | | | #DIV/0! | | | | | |
| **December, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **75+ CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 162601 | Neaf, D | | | | 0 | | | | #DIV/0! | | | | | |
| 162602 | Davignon, B | | | | 0 | | | | #DIV/0! | | | | | |
| 162603 | Morris, M | | | | 0 | | | | #DIV/0! | | | | | |
| 162604 | Clary, N | | | | 0 | | | | #DIV/0! | | | | | |
| 162605 | Laboda, R | | | | 0 | | | | #DIV/0! | | | | | |
| 162606 | Levenstein, H | | | | 0 | | | | #DIV/0! | | | | | |
| 162607 | Miller, D | | | | 0 | | | | #DIV/0! | | | | | |

Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

# Status Report

51859 6151

***Sales Reps***

***Nashua #1638***

| | | # of Accounts w/SR Frequency 75+ CPW | | | | | | | | # Ind. RJR Contract Accts | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **September, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **100 + CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 163801 | Pianowski, R | 71 | 16 | 2 | 89 | 56% | 50 | | 56% | 30 | 13 | 13 | | |
| 163802 | Patterson, D | 61 | 20 | | 81 | 76% | 46 | | 57% | 39 | 14 | 14 | | |
| 163803 | Davis, R | 53 | 9 | 3 | 65 | 83% | 36 | | 55% | 28 | 1 | 1 | | |
| 163804 | Chicarelli, J | 82 | 14 | 3 | 99 | 68% | 36 | | 36% | 37 | 7 | 7 | | |
| 163805 | Doak, D | 72 | 24 | | 96 | 77% | 59 | | 61% | 45 | 8 | 8 | | |
| 163806 | Smith, P | 70 | 19 | 2 | 91 | 57% | 44 | | 48% | 37 | 20 | 20 | | |
| 163807 | Martin, H | 86 | 14 | | 100 | 83% | 61 | | 61% | 52 | 4 | 4 | | |
| 163808 | Manoyan, A | 72 | 13 | | 85 | 69% | 43 | | 51% | 35 | 11 | 11 | | |
| 163809 | Sheltra, M | 101 | 4 | | 105 | 77% | 55 | | 52% | 52 | 1 | 1 | | |
| **October, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **100 + CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 163801 | Pianowski, R | | | | 0 | | | | #DIV/0! | | | | | |
| 163802 | Patterson, D | | | | 0 | | | | #DIV/0! | | | | | |
| 163803 | Davis, R | | | | 0 | | | | #DIV/0! | | | | | |
| 163804 | Chicarelli, J | | | | 0 | | | | #DIV/0! | | | | | |
| 163805 | Doak, D | | | | 0 | | | | #DIV/0! | | | | | |
| 163806 | Smith, P | | | | 0 | | | | #DIV/0! | | | | | |
| 163807 | Martin, H | | | | 0 | | | | #DIV/0! | | | | | |
| 163808 | Manoyan, A | | | | 0 | | | | #DIV/0! | | | | | |
| 163809 | Sheltra, M | | | | 0 | | | | #DIV/0! | | | | | |
| **November, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **100 + CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 163801 | Pianowski, R | | | | 0 | | | | #DIV/0! | | | | | |
| 163802 | Patterson, D | | | | 0 | | | | #DIV/0! | | | | | |
| 163803 | Davis, R | | | | 0 | | | | #DIV/0! | | | | | |
| 163804 | Chicarelli, J | | | | 0 | | | | #DIV/0! | | | | | |
| 163805 | Doak, D | | | | 0 | | | | #DIV/0! | | | | | |
| 163806 | Smith, P | | | | 0 | | | | #DIV/0! | | | | | |
| 163807 | Martin, H | | | | 0 | | | | #DIV/0! | | | | | |
| 163808 | Manoyan, A | | | | 0 | | | | #DIV/0! | | | | | |
| 163809 | Sheltra, M | | | | 0 | | | | #DIV/0! | | | | | |
| **December, 1996** | | | | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Direct/ Indirect** | **Total** | **100 + CPW % RR Supported Calls** | **VAP Accts.** | **# Accts. on Sticker Prog.** | **% Accts. with Promo Support** | **Pack** | **Carton** | **# Ind PM Excl/ Lockout Calls** | **Avg. C.P.D.** | **Avg. Ctns. Sold per call** |
| 163801 | Pianowski, R | | | | 0 | | | | #DIV/0! | | | | | |
| 163802 | Patterson, D | | | | 0 | | | | #DIV/0! | | | | | |
| 163803 | Davis, R | | | | 0 | | | | #DIV/0! | | | | | |
| 163804 | Chicarelli, J | | | | 0 | | | | #DIV/0! | | | | | |
| 163805 | Doak, D | | | | 0 | | | | #DIV/0! | | | | | |
| 163806 | Smith, P | | | | 0 | | | | #DIV/0! | | | | | |
| 163807 | Martin, H | | | | 0 | | | | #DIV/0! | | | | | |
| 163808 | Manoyan, A | | | | 0 | | | | #DIV/0! | | | | | |
| 163809 | Sheltra, M | | | | 0 | | | | #DIV/0! | | | | | |



Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

# Status Report

***Retail Reps***

***Syracuse #1622***

51859 6152

| | | # of Accounts Frequency 75+ CPW | | | | | Avg. Promo Activity per call (VPR's / CPN's) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **September, 1996** | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 162220 | Moreck, M | 87 | 27 | 114 | | | | | | | |
| 162221 | Devlin, J | 67 | 30 | 97 | | | | | | | |
| 162222 | Mulrain, L | 58 | 29 | 87 | | | | | | | |
| 162223 | Guilfoyle, R | 61 | 33 | 94 | | | | | | | |
| 162224 | Saracena, A | 68 | 18 | 86 | | | | | | | |
| 162225 | | 57 | 30 | 87 | | | | | | | |
| 162226 | Economides, E. | 88 | 20 | 108 | | | | | | | |
| 162227 | Miller, L | 101 | 19 | 120 | | | | | | | |
| 162228 | Johnson, D | 93 | 25 | 118 | | | | | | | |
| 162229 | Picarazzi, C | 84 | 34 | 118 | | | | | | | |
| 162230 | Parzych, M | 102 | 16 | 118 | | | | | | | |
| 162231 | Plourde, D | 80 | 34 | 114 | | | | | | | |
| 162232 | Austin, B | 94 | 16 | 110 | | | | | | | |
| 162233 | Moore-Natalini, N | 95 | 23 | 118 | | | | | | | |
| 162234 | Acquilla, C | 99 | 9 | 108 | | | | | | | |
| 162235 | Comeskey, P | 69 | 27 | 96 | | | | | | | |
| 162236 | Jacobs, A | 67 | 27 | 94 | | | | | | | |
| 162237 | Monterastelli, L | 86 | 20 | 106 | | | | | | | |
| 162238 | Schwartz, Chris | 81 | 31 | 112 | | | | | | | |
| 162239 | Beal, D | 84 | 26 | 110 | | | | | | | |
| **October, 1996** | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 162220 | Moreck, M | | | 0 | | | | | | | |
| 162221 | Devlin, J | | | 0 | | | | | | | |
| 162222 | Mulrain, L | | | 0 | | | | | | | |
| 162223 | Guilfoyle, R | | | 0 | | | | | | | |
| 162224 | Saracena, A | | | 0 | | | | | | | |
| 162225 | | | | 0 | | | | | | | |
| 162226 | Economides, E. | | | 0 | | | | | | | |
| 162227 | Miller, L | | | 0 | | | | | | | |
| 162228 | Johnson, D | | | 0 | | | | | | | |
| 162229 | Picarazzi, C | | | 0 | | | | | | | |
| 162230 | Parzych, M | | | 0 | | | | | | | |
| 162231 | Plourde, D | | | 0 | | | | | | | |
| 162232 | Austin, B | | | 0 | | | | | | | |
| 162233 | Moore-Natalini, N | | | 0 | | | | | | | |
| 162234 | Acquilla, C | | | 0 | | | | | | | |
| 162235 | Comeskey, P | | | 0 | | | | | | | |
| 162236 | Jacobs, A | | | 0 | | | | | | | |
| 162237 | Monterastelli, L | | | 0 | | | | | | | |
| 162238 | Schwartz, Chris | | | 0 | | | | | | | |
| 162239 | Beal, D | | | 0 | | | | | | | |

Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

| November, 1996 | | | | | Avg. Calls | Avg. Ctns. | | | | Avg. | Avg. Ctns. |
|---|---|---|---|---|---|---|---|---|---|---|---|
| Territory | Rep | Pack | Carton | Total | Per Day | Ordered per call | Pack | Carton | Total | C.P.D. | Ordered per call |
| 162220 | Moreck, M | | | 0 | | | | | | | |
| 162221 | Devlin, J | | | 0 | | | | | | | |
| 162222 | Mulrain, L | | | 0 | | | | | | | |
| 162223 | Guilfoyle, R | | | 0 | | | | | | | |
| 162224 | Saracena, A | | | 0 | | | | | | | |
| 162225 | | | | 0 | | | | | | | |
| 162226 | Economides, E. | | | 0 | | | | | | | |
| 162227 | Miller, L | | | 0 | | | | | | | |
| 162228 | Johnson, D | | | 0 | | | | | | | |
| 162229 | Picarazzi, C | | | 0 | | | | | | | |
| 162230 | Parzych, M | | | 0 | | | | | | | |
| 162231 | Plourde, D | | | 0 | | | | | | | |
| 162232 | Austin, B | | | 0 | | | | | | | |
| 162233 | Moore-Natalini, N | | | 0 | | | | | | | |
| 162234 | Acquilla, C | | | 0 | | | | | | | |
| 162235 | Comeskey, P | | | 0 | | | | | | | |
| 162236 | Jacobs, A | | | 0 | | | | | | | |
| 162237 | Monterastelli, L | | | 0 | | | | | | | |
| 162238 | Schwartz, Chris | | | 0 | | | | | | | |
| 162239 | Beal, D | | | 0 | | | | | | | |
| **December, 1996** | | | | | **Avg. Calls** | **Avg. Ctns.** | | | | **Avg.** | **Avg. Ctns.** |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Per Day** | **Ordered per call** | **Pack** | **Carton** | **Total** | **C.P.D.** | **Ordered per call** |
| 162220 | Moreck, M | | | 0 | | | | | | | |
| 162221 | Devlin, J | | | 0 | | | | | | | |
| 162222 | Mulrain, L | | | 0 | | | | | | | |
| 162223 | Guilfoyle, R | | | 0 | | | | | | | |
| 162224 | Saracena, A | | | 0 | | | | | | | |
| 162225 | | | | 0 | | | | | | | |
| 162226 | Economides, E. | | | 0 | | | | | | | |
| 162227 | Miller, L | | | 0 | | | | | | | |
| 162228 | Johnson, D | | | 0 | | | | | | | |
| 162229 | Picarazzi, C | | | 0 | | | | | | | |
| 162230 | Parzych, M | | | 0 | | | | | | | |
| 162231 | Plourde, D | | | 0 | | | | | | | |
| 162232 | Austin, B | | | 0 | | | | | | | |
| 162233 | Moore-Natalini, N | | | 0 | | | | | | | |
| 162234 | Acquilla, C | | | 0 | | | | | | | |
| 162235 | Comeskey, P | | | 0 | | | | | | | |
| 162236 | Jacobs, A | | | 0 | | | | | | | |
| 162237 | Monterastelli, L | | | 0 | | | | | | | |
| 162238 | Schwartz, Chris | | | 0 | | | | | | | |
| 162239 | Beal, D | | | 0 | | | | | | | |



Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

# Status Report

***Retail Reps***

***Albany #1623***

51859 6154

| | | # of Accounts Frequency 75+ CPW | | | | | Avg. Promo Activity per call (VPR's / CPN's) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **September, 1996** | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 162320 | Baldwin, L | 85 | 1 | 86 | | | | | | | |
| 162321 | Severino, D | 101 | 2 | 103 | | | | | | | |
| 162322 | Barber, E | 98 | 16 | 114 | | | | | | | |
| 162323 | Vicari, F | 115 | 2 | 117 | | | | | | | |
| 162324 | Ostrowski, B | 123 | 5 | 128 | | | | | | | |
| 162325 | Maroney, M | 80 | 19 | 99 | | | | | | | |
| 162326 | Riley, T | 116 | 2 | 118 | | | | | | | |
| 162327 | Dinino, S | 91 | 15 | 106 | | | | | | | |
| 162328 | Litts, L | 93 | 18 | 111 | | | | | | | |
| 162329 | Nosworthy, T | 86 | 28 | 114 | | | | | | | |
| 162330 | Tefler, J | 118 | 19 | 137 | | | | | | | |
| **October, 1996** | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 162320 | Baldwin, L | | | 0 | | | | | | | |
| 162321 | Severino, D | | | 0 | | | | | | | |
| 162322 | Barber, E | | | 0 | | | | | | | |
| 162323 | Vicari, F | | | 0 | | | | | | | |
| 162324 | Ostrowski, B | | | 0 | | | | | | | |
| 162325 | Maroney, M | | | 0 | | | | | | | |
| 162326 | Riley, T | | | 0 | | | | | | | |
| 162327 | Dinino, S | | | 0 | | | | | | | |
| 162328 | Litts, L | | | 0 | | | | | | | |
| 162329 | Nosworthy, T | | | 0 | | | | | | | |
| 162330 | Tefler, J | | | 0 | | | | | | | |



Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

| November, 1996 Territory | Rep | Pack | Carton | Total | Avg. Calls Per Day | Avg. Ctns. Ordered per call | Pack | Carton | Total | Avg. C.P.D. | Avg. Ctns. Ordered per call |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 162320 | Baldwin, L | | | 0 | | | | | | | |
| 162321 | Severino, D | | | 0 | | | | | | | |
| 162322 | Barber, E | | | 0 | | | | | | | |
| 162323 | Vicari, F | | | 0 | | | | | | | |
| 162324 | Ostrowski, B | | | 0 | | | | | | | |
| 162325 | Maroney, M | | | 0 | | | | | | | |
| 162326 | Riley, T | | | 0 | | | | | | | |
| 162327 | Dinino, S | | | 0 | | | | | | | |
| 162328 | Litts, L | | | 0 | | | | | | | |
| 162329 | Nosworthy, T | | | 0 | | | | | | | |
| 162330 | Tefler, J | | | 0 | | | | | | | |
| **December, 1996** **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 162320 | Baldwin, L | | | 0 | | | | | | | |
| 162321 | Severino, D | | | 0 | | | | | | | |
| 162322 | Barber, E | | | 0 | | | | | | | |
| 162323 | Vicari, F | | | 0 | | | | | | | |
| 162324 | Ostrowski, B | | | 0 | | | | | | | |
| 162325 | Maroney, M | | | 0 | | | | | | | |
| 162326 | Riley, T | | | 0 | | | | | | | |
| 162327 | Dinino, S | | | 0 | | | | | | | |
| 162328 | Litts, L | | | 0 | | | | | | | |
| 162329 | Nosworthy, T | | | 0 | | | | | | | |
| 162330 | Tefler, J | | | 0 | | | | | | | |

Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

# Status Report

51859 6156

***Retail Reps***

***Buffalo #1626***

| | | # of Accounts Frequency 75+ CPW | | | | | Avg. Promo Activity per call (VPR's / CPN's) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **September, 1996** | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 162620 | Flansburg, S | 90 | 22 | 112 | | | | | | | |
| 162621 | Skelton, R | 91 | 36 | 127 | | | | | | | |
| 162622 | Ames, J | 105 | 17 | 122 | | | | | | | |
| 162623 | Henrich, J | 93 | 29 | 122 | | | | | | | |
| 162624 | Sirianni, S | 100 | 15 | 115 | | | | | | | |
| 162625 | Carr, R | 132 | 6 | 138 | | | | | | | |
| 162626 | Mineo, K | 109 | 17 | 126 | | | | | | | |
| 162627 | Kuhnen, T | 103 | 15 | 118 | | | | | | | |
| 162628 | Gould, K | 64 | 43 | 107 | | | | | | | |
| 162629 | Rojek, S | 133 | 13 | 146 | | | | | | | |
| 162630 | Tremmel, S | 89 | 23 | 112 | | | | | | | |
| 162631 | Piotter, D | 109 | 9 | 118 | | | | | | | |
| **October, 1996** | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 162620 | Flansburg, S | | | 0 | | | | | | | |
| 162621 | Skelton, R | | | 0 | | | | | | | |
| 162622 | Ames, J | | | 0 | | | | | | | |
| 162623 | Henrich, J | | | 0 | | | | | | | |
| 162624 | Sirianni, S | | | 0 | | | | | | | |
| 162625 | Carr, R | | | 0 | | | | | | | |
| 162626 | Mineo, K | | | 0 | | | | | | | |
| 162627 | Kuhnen, T | | | 0 | | | | | | | |
| 162628 | Gould, K | | | 0 | | | | | | | |
| 162629 | Rojek, S | | | 0 | | | | | | | |
| 162630 | Tremmel, S | | | 0 | | | | | | | |
| 162631 | Piotter, D | | | 0 | | | | | | | |



Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

## Status Report - #1626

| November, 1996 Territory | Rep | Pack | Carton | Total | Avg. Calls Per Day | Avg. Ctns. Ordered per call | Pack | Carton | Total | Avg. C.P.D. | Avg. Ctns. Ordered per call |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 162620 | Flansburg, S | | | 0 | | | | | | | |
| 162621 | Skelton, R | | | 0 | | | | | | | |
| 162622 | Ames, J | | | 0 | | | | | | | |
| 162623 | Henrich, J | | | 0 | | | | | | | |
| 162624 | Sirianni, S | | | 0 | | | | | | | |
| 162625 | Carr, R | | | 0 | | | | | | | |
| 162626 | Mineo, K | | | 0 | | | | | | | |
| 162627 | Kuhnen, T | | | 0 | | | | | | | |
| 162628 | Gould, K | | | 0 | | | | | | | |
| 162629 | Rojek, S | | | 0 | | | | | | | |
| 162630 | Tremmel, S | | | 0 | | | | | | | |
| 162631 | Piotter, D | | | 0 | | | | | | | |
| **December, 1996** **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 162620 | Flansburg, S | | | 0 | | | | | | | |
| 162621 | Skelton, R | | | 0 | | | | | | | |
| 162622 | Ames, J | | | 0 | | | | | | | |
| 162623 | Henrich, J | | | 0 | | | | | | | |
| 162624 | Sirianni, S | | | 0 | | | | | | | |
| 162625 | Carr, R | | | 0 | | | | | | | |
| 162626 | Mineo, K | | | 0 | | | | | | | |
| 162627 | Kuhnen, T | | | 0 | | | | | | | |
| 162628 | Gould, K | | | 0 | | | | | | | |
| 162629 | Rojek, S | | | 0 | | | | | | | |
| 162630 | Tremmel, S | | | 0 | | | | | | | |
| 162631 | Piotter, D | | | 0 | | | | | | | |



Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

# Status Report

51859 6158

***Retail Reps***

***Nashua #1638***

| | | # of Accounts Frequency 75+ CPW | | | | | Avg. Promo Activity per call (VPR's / CPN's) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **September, 1996** | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 163820 | Dowst, J | 36 | 23 | 59 | | | | | | | |
| 163821 | Novak, G | 46 | 24 | 70 | | | | | | | |
| 163822 | Koutrakos, V | 71 | 18 | 89 | | | | | | | |
| 163823 | Nolin, P | 63 | 19 | 82 | | | | | | | |
| 163824 | Cailler, B | 56 | 21 | 77 | | | | | | | |
| 163825 | Ross, D | 45 | 10 | 55 | | | | | | | |
| 163826 | Sanborn, C | 56 | 22 | 78 | | | | | | | |
| 163827 | Dube, K | 44 | 19 | 63 | | | | | | | |
| 163828 | Robinson, T | 86 | 4 | 90 | | | | | | | |
| 163829 | Brogan, N | 95 | 3 | 98 | | | | | | | |
| 163830 | Bodette, J | 75 | 9 | 84 | | | | | | | |
| **October, 1996** | | | | | | | | | | | |
| **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 163820 | Dowst, J | | | 0 | | | | | | | |
| 163821 | Novak, G | | | 0 | | | | | | | |
| 163822 | Koutrakos, V | | | 0 | | | | | | | |
| 163823 | Nolin, P | | | 0 | | | | | | | |
| 163824 | Cailler, B | | | 0 | | | | | | | |
| 163825 | Ross, D | | | 0 | | | | | | | |
| 163826 | Sanborn, C | | | 0 | | | | | | | |
| 163827 | Dube, K | | | 0 | | | | | | | |
| 163828 | Robinson, T | | | 0 | | | | | | | |
| 163829 | Brogan, N | | | 0 | | | | | | | |
| 163830 | Bodette, J | | | 0 | | | | | | | |



Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000

## Status Report - #1638

| November, 1996 Territory | Rep | Pack | Carton | Total | Avg. Calls Per Day | Avg. Ctns. Ordered per call | Pack | Carton | Total | Avg. C.P.D. | Avg. Ctns. Ordered per call |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 163820 | Dowst, J | | | 0 | | | | | | | |
| 163821 | Novak, G | | | 0 | | | | | | | |
| 163822 | Koutrakos, V | | | 0 | | | | | | | |
| 163823 | Nolin, P | | | 0 | | | | | | | |
| 163824 | Cailler, B | | | 0 | | | | | | | |
| 163825 | Ross, D | | | 0 | | | | | | | |
| 163826 | Sanborn, C | | | 0 | | | | | | | |
| 163827 | Dube, K | | | 0 | | | | | | | |
| 163828 | Robinson, T | | | 0 | | | | | | | |
| 163829 | Brogan, N | | | 0 | | | | | | | |
| 163830 | Bodette, J | | | 0 | | | | | | | |
| **December, 1996** **Territory** | **Rep** | **Pack** | **Carton** | **Total** | **Avg. Calls Per Day** | **Avg. Ctns. Ordered per call** | **Pack** | **Carton** | **Total** | **Avg. C.P.D.** | **Avg. Ctns. Ordered per call** |
| 163820 | Dowst, J | | | 0 | | | | | | | |
| 163821 | Novak, G | | | 0 | | | | | | | |
| 163822 | Koutrakos, V | | | 0 | | | | | | | |
| 163823 | Nolin, P | | | 0 | | | | | | | |
| 163824 | Cailler, B | | | 0 | | | | | | | |
| 163825 | Ross, D | | | 0 | | | | | | | |
| 163826 | Sanborn, C | | | 0 | | | | | | | |
| 163827 | Dube, K | | | 0 | | | | | | | |
| 163828 | Robinson, T | | | 0 | | | | | | | |
| 163829 | Brogan, N | | | 0 | | | | | | | |
| 163830 | Bodette, J | | | 0 | | | | | | | |



Source: https://www.industrydocuments.ucsf.edu/docs/hmfn0000